CMA

Along with everything else mentioned, make sure to include each of these items in the package:

- **Comparative Market Analysis (CMA):** Some lenders will want a CMA from the real estate professional but most will not. The lender goes off the lender's own BPO (Broker Price Opinion) or appraisal and not a document from the listing broker.
- **Offer**
- **Settlement Statement**, LE, CD, HUD, etc.

Pro Tip:

You should put your documents in the same order every time, so that you can get to them quickly and see if there is anything missing.